

The True Value of USDA Foods



City of Boston Fire Code Emergency Evacuation Information:

- Please note the locations of the emergency exits.
- In the event of a fire alarm or other emergency, please calmly exit to the public concourse.
- Emergency exit stairs and exit doors to the outside are located along the public concourse.
- For your safety, please follow the directions via the public address system and Public Safety Officers.

On the Go Evaluation

- Evaluate this session online
- Visit onthego.schoolnutrition.org on your cell phone's browser
- Click the “Evaluate Your Sessions” link
THANK YOU!

The True Value of USDA Foods

- PRESENTER: Peggy Cantfil, FNS

Topics

- How's Entitlement Calculated?
- What can you use entitlement on?
- What's it worth to you?
- Getting the Best Bang for Your Buck
- Why are USDA Foods important?

USDA Foods Entitlement

Annual Federal Register Per Meal Rate

X

Prior Year Lunches Served

+/-

Prior Year Balance

=

Total Entitlement \$\$

(May be adjusted to meet 12% funding rule)

USDA Foods Entitlement

SY 15 Per meal rate

Published .2475

+ 12% .0525

TOTAL average cents per meal nationally

.3025

USDA Foods Available List



USDA Foods Available List for School Year 2015 for Schools and Institutions

Revised April 2014



USDA Foods Description

WBSM ID#

PACK SIZE

CHEESE		
Cheese, American, White, Pasteurized, Sliced	100019	6/5 lb
Cheese, American, Yellow, Pasteurized, Loaves	100017	6/5 lb
Cheese, American, Yellow, Pasteurized, Sliced	100018	6/5 lb
Cheese, American Blended, White, Skim/Reduced Fat, Sliced	100037	6/5 lb
Cheese, American Blended, Yellow, Skim/Reduced Fat, Sliced	100036	6/5 lb
Cheese, Natural American, Barrel	110242	500 lb Barrel
Cheese, Cheddar, White, Loaves	100004	4/10 lb
Cheese, Cheddar, White, Reduced Fat, Shredded	100011	6/5 lb
Cheese, Cheddar, White, Shredded	100002	6/5 lb
Cheese, Cheddar, Yellow, Loaves	100006	4/10 lb
Cheese, Cheddar, Yellow, Reduced Fat, Loaves	100008	4/10 lb
Cheese, Cheddar, Yellow, Reduced Fat, Shredded	100012	6/5 lb
Cheese, Cheddar, Yellow, Shredded	100003	6/5 lb
Cheese, Cheddar, White	110253	40 lb block
Cheese, Cheddar, Yellow	110254	40 lb block
Cheese, Mozzarella, Lite, Shredded, Frozen	100034	30 lb box
Cheese, Mozzarella, Low Moisture Part Skim, Loaves, Frozen	100022	8/6 lb loaves
Cheese, Mozzarella, Low Moisture Part Skim, Shredded, Frozen	100021	30 lb box
Cheese, Mozzarella, Low Moisture Part Skim, String	110396	360/1 oz pkg
Cheese, Mozzarella, Lite	110243	Processor Pack
Cheese, Mozzarella, Low Moisture Part Skim	110244	Processor Pack

OILS

Oil, Soybean, Low Saturated Fat	100442	6/1 gal bottle
Oil, Vegetable	100441	9/48 oz
Oil, Vegetable	100439	6/1 gal bottle
Oil, Vegetable	100443	Bulk

USDA Foods Description

WBSM ID#

PACK SIZE

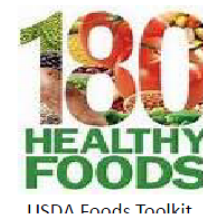
SUBGROUP

GRAINS/FLOUR PRODUCTS			
Corn, Yellow (whole dry kernel)	100444	2700 lb tote	WG
Flour, Whole Wheat	100410	8/5 lb bag	WG
Flour, Whole Wheat	100408	25 lb bag	WG
Flour, Whole Wheat	100409	50 lb bag	WG
Flour, White Whole Wheat/Enriched Blend (available Fall 2014)	110211	8/5 lb bag	WG
Flour, White Whole Wheat/Enriched Blend (available Fall 2014)	110208	25 lb bag	WG
Flour, White Whole Wheat/Enriched Blend (available Fall 2014)	110209	50 lb bag	WG
Flour, Bakers Hard Wheat, Bleached	100417	Bulk	
Flour, Bakers Hard Wheat, Unbleached	100418	Bulk	
Flour, Bakers Hard Wheat, Unbleached	100413	50 lb bag	
Flour, Bakers Hard Wheat, Hearth, Bleached	100419	Bulk	
Flour, Bakers Hard Wheat, Hearth, Unbleached	100420	Bulk	
Flour, Bakers Soft Wheat, Unbleached	100421	Bulk	
Flour, Bread	100912	Bulk	
Flour, High Gluten	100911	Bulk	
Flour, High Gluten	110257	100 lb bag	
Flour, White Whole Wheat (available Fall 2014)	*Pending	Bulk	WG
Flour, Whole Wheat (available Fall 2014)	*Pending	Bulk	WG
Macaroni, Whole Grain	100919	20 lb ctn	WG
Oats, Rolled, Quick	100466	12/3 lb pkg	WG
Oats, Rolled, Quick	100467	25 lb bag	WG
Oats, Rolled, Quick	100468	50 lb bag	WG
Pancakes, Whole Grain (previously 100937)	110393	144 ct/ctn	WG
Rice, Brown, #1, Short-Grain	110375	Bulk	WG
Rice, Brown, #1, Medium-Grain	110376	Bulk	WG
Rice, Brown, #1, Long-Grain	110377	Bulk	WG
Rice, Brown, Long-Grain, Parboiled	101031	25 lb bag	WG
Rice, Brown, Long-Grain, Parboiled	100500	24/2 lb bag	WG
Rice, Brown, Long-Grain, Regular	100499	25 lb bag	WG
Rotini, Whole Grain	100434	20 lb ctn	WG
Spaghetti, Whole Grain	100427	20 lb ctn	WG
Tortillas, Whole Grain (previously 100938)	110394	12/24- 8" tortillas	WG

KEY:

WG - Whole Grain-Rich

Bulk product for further processing



What Can You Use Entitlement On?

- Direct Delivered
- Bulk for Processing

USDA Foods Nutrition Initiatives

DoD Fresh Fruit & Vegetable Program



DOD Flexibility:

Some, All or Nothing?

- **Do you have access to good quality and reasonably priced produce?**
 - If so, your district may opt out and get other USDA foods
- **Do you want to get 100% of your entitlement to meet %100 of FV?**
- **Should you do a blend of DOD, USDA and commercial?**
 - get highly persiable fresh lower cost items from DOD
 - receive more stable durable fresh (apples, winter pears, and oranges baby carrots and slice apples) potatoes from USDA
 - buy local specialty itemsfrom your fresh supplier

What's it worth to you?

- How do you value USDA Foods Entitlement?

What's it worth to you?

- Do you consider it REAL money?

What's it worth to you?

- **How do you value USDA Foods?**
 - Real Money
 - 20% Food Budget
 - Competitively Purchased

Cost Comparisons

- It's critical to do cost comparisons to ensure you are getting the best value with your USDA Foods Entitlement

Cost Comparisons

- What is value of the USDA foods for my PAL drawdown?

How to Compare Costs

- **Analyze purchasing needs**
 - Calculate annual usage
 - Production Records
 - Distributor Velocity/Usage Reports
 - Cost analysis
 - Compare Bid Prices with USDA Food Value
 - Add in distribution & administrative costs
 - Add in labor if applicable

USDA Foods Cost Analysis Tool

Fka/USDA Foods Processing Tool

- Processed USDA Foods VS
- Commercial VS
- Direct Delivered USDA Foods

USDA Foods Cost Analysis Tool

USDA Foods Cost Analysis Tool

This tool can be used to assist SFAs in assessing the cost effectiveness of USDA Foods vs. purchasing a equivalent commercial product. Effectively assessing your financial assets can help to ensure that you are effectively using your financial resources. This tool contains a number of worksheets:



Direct Delivery Analysis: to compare Direct Delivered USDA Foods (aka/Brown Box) with equivalent commercially purchased product

Processed USDA Foods Analysis: to compare Processed USDA Foods with equivalent commercially purchased product

Please carefully review the respective instructions for each type of analysis to ensure you enter the correct information into each field to get accurate results.

MS Excel Workbook

A Foods Cost Analysis Tool

- This tool is a Microsoft Excell Workbook
- It has tabs on the bottom for instructions and the actual analysis worksheets.

USDA Foods Cost Analysis Tool

USDA Foods Processing Comparison Chicken Products

USDA Food Large Bird (A522)
WBSCM # 100103
USDA Value \$0.7503

Processed USDA Foods										Commercial Equivalent			Annual Savings		
Manuf.	Product Description	Case Weight	Servings / Case	Process Cost	Storage / Delivery	DF / Case	DF \$/Case	Total Cost	Cost / Portion	Commercial Cost	Servings / Case	Cost / Serving	Savings / Serving	Annual Servings	Annual Savings
Chix Mfg	Chicken Chunks	32.81	150	\$27.00	\$2.53	15.38	\$11.54	\$41.07	\$0.27	\$42.00	150	\$0.28	\$0.01	100000	\$620.26
Chix Mfg	Chicken Patties	30.56	150	\$24.00	\$2.53	14.48	\$10.86	\$37.39	\$0.25	\$38.00	150	\$0.25	\$0.00	100000	\$403.77
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USDA Food Small Bird (A521)
WBSCM # 100100
USDA Value \$0.8630

Processed USDA Foods										Commercial Equivalent			Annual Savings		
Manuf.	Product Description	Case Weight	Servings / Case	Process Cost	Storage / Delivery	DF / Case	DF \$/Case	Total Cost	Cost / Portion	Commercial Cost	Servings / Case	Cost / Serving	Savings / Serving	Annual Servings	Annual Savings
							\$0.00	\$0.00	#DIV/0!			#DIV/0!	#DIV/0!		#DIV/0!
							\$0.00	\$0.00	#DIV/0!			#DIV/0!	#DIV/0!		#DIV/0!
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USDA Food Chicx Legs Chil (A518)
WBSCM # 100114
USDA Value \$0.7708

**USDA Foods
are
an important asset!**



USDA Dual Mission

- To support American agriculture
- To improve the health and well-being of the population

Flexibilities

- Phased-in Breakfast implementation
- Option to offer a daily meat/meat Alternate at breakfast
- Allowed students to take just one-half cup of fruit or vegetables under OVS
- Removed the starchy vegetable limit
- Pushed out the second sodium target by an additional year
- Lifted the weekly maximums on grain and meat/meat alternates
- Allowed frozen fruit with added sugar
- Clarified allowable whole grain-rich corn products
- Provided two-year flexibility for schools that cannot obtain acceptable whole grain-rich pasta
- Provided Smart Snack exemption for grain-only entrees served at breakfast

Tools for Schools

- <http://www.fns.usda.gov/healthierschoolday>
- **Your one-stop guide to nutrition standards for school meals and snacks:**
 - Free nutrition materials, training, and recipes for school food service
 - Smarter Lunchroom strategies
 - Tips for offering more fruits, vegetables, and whole grain-rich foods
 - Grant opportunities
 - Best practices from other schools
 - Regulations and policies

Questions?



Thank you!

